

## Message Text

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PAGE 01 STATE 120665  
ORIGIN COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 R

DRAFTED BY COM/BED/OED/MEPD/GBURKE/CF  
APPROVED BY EB/OCA/CD:EMSACCHET  
COM/BED/OED/MEPD/WHAYDEN  
COM/BED/OED/MEPD/SMCONGER, DIR.  
COM/BED/OIM/PWILSON (INFO)  
A/ROC:WLUNDY (INFO)

-----075103 112200Z /65

O 112139Z MAY 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TAIPEI IMMEDIATE

UNCLAS STATE 120665

E.O. 11652: N/A

TAGS: BENC, TW

SUBJECT: MAJOR PROJECT: MAGNESIUM TENDER

1. NL INDUSTRIES, NEW YORK CONTACTED COMMERCE/MEPD TO REQUEST EMBASSY ASSISTANCE ON ITS BID TO CENTRAL TRUST OF CHINA FOR 1,500 METRIC TONS OF MAGNESIUM INGOTS. TENDER AT ISSUE IS CTC INVITATION GF 4-671402.

2. ACCORDING TO NL, THREE PRINCIPAL BIDDERS AND THEIR C.I.F. KEELUNG PRICES WERE: NL INDUSTRIES (U.S.) AT US DOLLARS 1948 PER MT, NORSKHYDRO (NORWAY) AT DOLLARS 1990 PER MT AND DOW CHEMICAL (U.S.) AT DOLLARS 2060 PER MT. BIDS WERE OPENED YESTERDAY. FIRM'S UNDERSTANDING IS THAT CTC, INSTEAD OF MAKING AWARD TO LOWEST BIDDER, IS "SHOPPING" AND OFFERING NORSKHYDRO THE CHANCE TO MATCH NL PRICE. NL BELIEVES THAT BESIDES FACT THAT SUCH PROCEDURE GOES AGAINST STANDARD PROCUREMENT  
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PRACTICES WHICH FIRM EXPECTED WOULD PREVAIL IN THIS TENDER, THE PROCEDURE ALSO HAS EFFECT OF WORKING AGAINST ROC'S BUY AMERICA POLICY.

3. ACTION REQUESTED: WOULD APPRECIATE EMBASSY INVESTIGATE TENDER AND, IF SITUATION IS AS FIRM BELIEVES, CONSIDER APPROPRIATE REPRESENTATIONS ON

BEHALF OF U.S. BIDDERS, WITH EMPHASIS ON ROC'S  
BUY AMERICA PROGRAM. SINCE DECISION MAY BE MADE IN  
NEXT 24 HOURS, WOULD APPRECIATE IMMEDIATE EMBASSY  
ACTION.  
VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**TAGS:** BENC, TW  
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**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014